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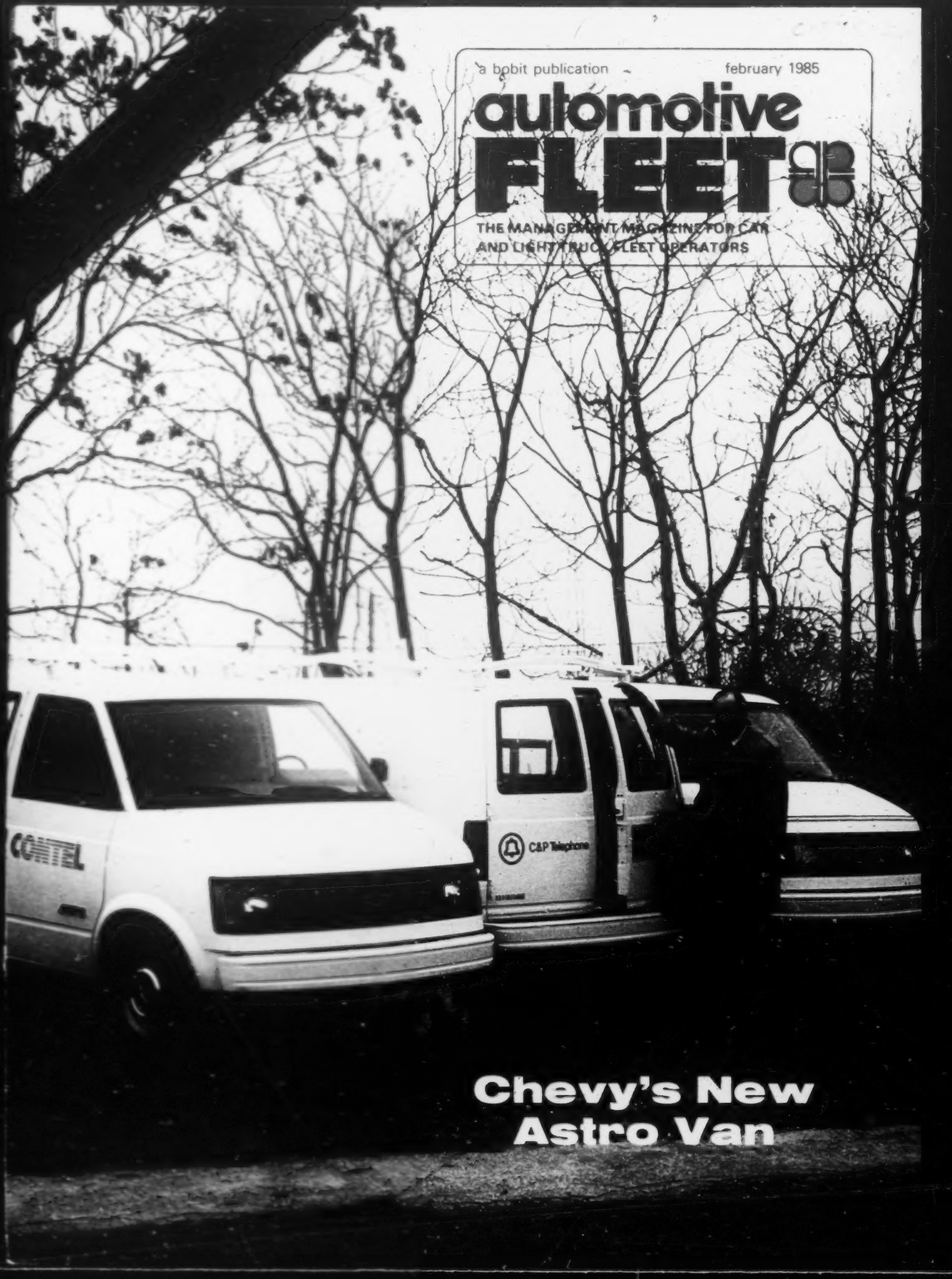
automotive FLEET

THE MANAGEMENT MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS



Chevy's New Astro Van

FEBRUARY 1985 VOL. 24, NO. 4

automotive FLEET®

THE MANAGEMENT MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS

Influencing over 3.6 million cars and 1.6 million light trucks and vans in leasing, rental, business, government, taxi, police, utility, and driving schools.

FEATURES

Shop Talk p. 21

Everything You *Should* Know about Tire Maintenance p. 26

Chevy's Astro Van Arrives p. 30

Checking It Out: A Driver's Guide to Fleet Car Maintenance p. 40

Postal Service Begins Testing for a Futuristic Delivery Van p. 46

Maintenance Shops: The Need To Plan Ahead p. 48

AALA's Position on Personal Use, Withholding, and Fair Market Value p. 54

p. 21

p. 30

p. 46

DEPARTMENTS

Calendar	6
Gas Prices	6
Letters	11
Industry News	12
Hotline	19
Personnel Personals	59
Lease/Rental Scene	64
Light-Truck and Van News	66
Used-Car Prices	72
New Products	74
Advertisers' Index	75
Editorial	76

On our cover: It may be winter, but that hasn't put a damper on George Frink's enthusiasm about the Chevy Astro. As fleet sales director, Frink is particularly proud of the minivan conversions for utility fleets.

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STAFF

Editor and Publisher
Edward J. Bobit

Executive Editor
W. Thomas Bezzi

Managing Editor
Glenn Hunter

Associate Editor
Dennis Rodkin

Assistant Editors
Pamela A. Bobit
Scott P. Fletcher

Production Manager
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Graphics
Doreen Aiken
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Monica Chambers
Steven Stein
Patrick Milligan

President
Edward J. Bobit

Executive Vice President
and Associate Publisher
Ty Bobit

Business and Editorial Office
Bobit Publishing Co.
2500 Artesia Boulevard
Redondo Beach, CA 90278
(213) 376-8788

District Advertising Managers

Midwest
Earl T. Gray
2015 S. Arlington Heights Rd.
Suite 116C
Arlington Heights, IL 60005
(312) 437-8050

Western
Ty Bobit
2500 Artesia Boulevard
Redondo Beach, CA 90278
(213) 376-8788

Eastern
Frank DiGiacomo
49 S. Maple
Marlton, NJ 08053
(609) 596-0999

Great Lakes
Robert J. Brown
2300 Academy Rd.
Holly, MI 48442
(313) 634-8700

Calendar

FEBRUARY

4 — Wholesalers Management Conference, Automotive Service Industry Association, MGM Grand Hotel, Las Vegas, NV; information: (312) 836-1300.

6-8 — International Automotive Aftermarket Show, Pacific Automotive Show, Las Vegas Hilton, Las Vegas, NV; information: (818) 995-0284.

12-13 — NAFA's Advanced Fleet Management Seminar, Norwalk, CA.

13-17 — Truck Renting and Leasing Association Convention, Registry Resort, Scottsdale, AZ.

MARCH

4-7 — NAFA's Automotive Systems and Maintenance Technologies Seminar, Houston, TX.

7-8 — Leasing: Techniques & Analysis, seminars offered by American Management Association, Mikayo Hotel, San Francisco, CA, and Adam's Mark Hotel, Houston, TX; information: (518) 891-0065

10-13 — American Automotive Leasing Association Convention, Americana Canyon Hotel, Palm Springs, CA.

13-15 — Leasing: The Creative Financing Alternative, seminar offered by Amembal & Isom, Detroit; information: (801) 484-8555

21-22 — Leasing: Techniques & Analysis, seminars offered by American Management Association, Holiday Inn Westport, St. Louis, MO; information: (518) 891-0065

25-27 — Leasing: The Creative Financing Alternative, seminar offered by Amembal & Isom, San Francisco; information: (801) 484-8555

Gas Prices

UNLEADED

City	Cost Per Gallon Unleaded Full-Serve	Self-Serve
Baltimore, MD	135.8	112.3
Bangor, ME	123.4	119.4
Baton Rouge, LA	147.9	114.9
Boston, MA	120.0	113.4
Concord, NH	115.9	115.9
Denver, CO	146.7	115.0
Des Moines, IA	139.9	117.4
Kansas City, MO	126.2	105.6
Minneapolis, MN	150.8	119.0
New Brunswick, NJ	110.9	110.9
Orlando, FL	138.9	117.6
Rochester, NY	119.9	114.4
Sacramento, CA	152.9	125.9
St. Louis, OH	130.3	105.7
Toledo, OH	124.2	108.9

Survey conducted during the first five working days of January, 1985. Supplied by Runzheimer and Company, Inc. Runzheimer Park, Rochester, WI.

Used Cars

The following are average car prices for the period ending January 2, 1985. Prices are based on wholesale activity at major dealer auctions across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically on IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone3
83 AMC CONCORD			
Sdn	4527	4571	4483
Sta Wgn	4780	4828	4732
82 AMC CONCORD			
Sdn 6-4 Dr	3577	3614	3541
Sta Wgn	3764	3802	3726
83 BUICK SKYLARK			
Sdn Custom	5185	5238	5133
82 BUICK SKYLARK			
Sdn	4287	4332	4245
83 BUICK REGAL			
Sdn	6681	6727	6593
Cpe	6846	6915	6779
82 BUICK REGAL			
Turbo Cpe	5981	6021	5901
Cpe	5775	5832	5717
83 BUICK LESABRE			
Sdn Custom	7751	7830	7673
82 BUICK LESABRE			
Sdn Custom	6388	6450	6322
83 CADILLAC			
Cpe DeVille	11589	11708	11474
Sdn DeVille	11520	11636	11405
82 CADILLAC			
Cpe DeVille	9530	9623	9433
Sdn DeVille	9469	9563	9375
83 CHEVY			
Chvt Htchbk 2-Dr	3500	3534	3464
Chvt Htchbk 4-Dr	3577	3613	3541
Camaro Cpe 8	7347	7420	7273
82 CHEVY			
Chvt Htchbk 2-Dr	2830	2860	2802
Chvt Htchbk 4-Dr	2894	2923	2865
Camaro Cpe 8	6271	6336	6209
83 CHEVY CELEBRITY			
Sdn	6101	6162	6039
82 CHEVY CELEBRITY			
Sdn	5087	5116	5015
83 CHEVY CAVALIER			
Sdn	5103	5154	5051
82 CHEVY CAVALIER			
Sdn	4194	4236	4153
83 CHEVY CITATION			
Cpe 6	4353	4397	4309
82 CHEVY CITATION			
Cpe 6	3331	3366	3297
83 CHEVY MALIBU			
Clas Sdn	6025	6084	5965
Clas Sta Wgn	6271	6334	6208
82 CHEVY MALIBU			
Clas Sdn	4864	5003	4904
Clas Sta Wag	5169	5219	5116
83 CHEVY MONTE CARLO			
Cpe	6705	6772	6638
82 CHEVY MONTE CARLO			
Cpe	5570	5626	5513
83 CHEVY IMPALA			
Sdn	6643	6709	6577

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone3
82 CHEVY IMPALA			
Sdn	5351	5404	5298
Wgn 9	5559	5614	5503
83 CHEVY CAPRICE			
Sdn	7251	7324	7178
Sta Wag	7503	7576	7426
83 CHRYSLER			
E-Class Sdn	6469	6533	6405
82 CHRYSLER			
New Yorker Sdn	8035	8119	7958
83 DODGE OMNI			
4 Dr Cust	4123	4163	4081
82 DODGE OMNI			
4 Dr Cust	3213	3246	3180
83 DODGE ARIES			
Cpe	4897	4946	4849
82 DODGE ARIES			
Sdn	3820	3859	3782
83 DODGE DIPLOMAT			
Sin Sdn	5531	5588	5477
82 DODGE DIPLOMAT			
Sin Sdn	4418	4463	4374
83 FORC FAIRMONT			
Futura 8-Cyl Sdn 4 Dr	4594	4639	4539
82 FORD FAIRMONT			
Futura Sdn 4-Dr	3640	3677	3604
83 FORD MUSTANG			
L-Cpe 4	4990	5040	4949
82 FORD MUSTANG			
L-Cpe 4	4042	4083	4001
82 FORD GRANADA			
Sdn 6-L	4289	4334	4248
83 FORD LTD			
Sdn	5579	5639	5520
82 FORD LTD			
Sdn	5620	5678	5562
82 FORD ESCORT			
Sdn 4 Dr	3088	3119	3058
83 FORD CROWN VIC			
Sdn	8211	8295	8129
82 FORD CROWN VIC			
Sdn	6506	6573	6442
83 FORD THUNDERBIRD			
Cpe	7037	7109	6968
82 FORD THUNDERBIRD			
Cpe	5599	5654	5543
83 LINCOLN CONTINENTAL			
Sdn	13655	13792	13518
Mark VI Cpe	13797	13935	13659
82 LINCOLN CONTINENTAL			
Sdn	11239	11351	11126
Mark VI Cpe	11379	11490	11266
83 MERCURY COUGAR			
Cpe	7184	7256	7083

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone3
82 MERCURY COUGAR			
GS Cpe	4332	4374	4287
Sdn	4332	4374	4287
82 MERCURY ZEPHYR			
Sdn 4 Dr	4634	4680	4588
83 MERCURY LYNX			
Htchbk 2-Dr	3999	4039	3959
83 MERCURY MARQUIS			
Sdn	5952	6011	5894
82 MERCURY MARQUIS			
Sdn	5931	5991	5871
Wgn-25	6115	6175	6052
83 OLDS CIERA LS			
Cpe	6445	6509	6381
Sdn	6530	6594	6464
83 OLDS CUTLASS SUPREME			
Cpe	6933	7068	6868
Sdn	6748	6815	6680
82 OLDS CUTLASS SUPREME			
Sdn	5615	5672	5559
Cpe	5637	5696	5778
83 OLDS DELTA			
Sdn	7456	7529	7381
82 PLYMOUTH HORIZON			
4 Dr Htchbk	2960	2990	2930
83 PLYMOUTH RELIANT			
Cpe	4910	4960	4860
82 PLYMOUTH RELIANT			
Cpe	3808	3846	3770
82 PONTIAC FIREBIRD			
Cpe 8	6320	6382	6256
82 PONTIAC BONNEVILLE			
Sdn 6	5443	5497	5388
83 PONTIAC PHOENIX			
Cpe	4702	4750	4657
Htchbk Sdn	4702	4750	4657
82 PONTIAC PHOENIX			
Cpe 6	3687	3925	3847
83 VOLKSWAGEN RABBIT			
2 Dr Htchbk	4518	4563	4473
82 VOLKSWAGEN RABBIT			
2-Dr Htchbk	3487	3532	3462
83 DATSUN			
Sentra 2 Dr Std Sdn	4047	4087	4007
Stanza Hbk 4 Dr Dlx	5515	5570	5460
83 DATSUN			
210 Std 2 Dr	3095	3126	3064
Sentra 2 Dr	3394	3428	3360
Stanza Hbk 4 Dr Dlx	4437	4481	4393
83 TOYOTA			
Corolla Sedan 2 Dr	4870	4919	4821
Celica St	6792	6860	6724
Camry	7791	7869	7713
82 TOYOTA			
Corolla 2 Dr Sdn	4040	4080	4000
Celica St Cpe	5516	5571	5461
Corona Sdn Lux	5549	5604	5494